

Fairfax County, Virginia



LINES OF BUSINESS

February 2016

OP³ – Office of Public Private Partnerships

*County Lines of Business (LOBs)
Presentation to the Board of Supervisors*



www.fairfaxcounty.gov/budget/2016-lines-of-business.htm



OUTLINE OF TODAY'S PRESENTATION

1. OP³ Overview
2. High level view of OP³'s Line of Business (LOB)
3. How OP³'s LOB relates to the County Vision Elements
4. Metrics
5. Trends and Challenges
6. Looking Forward
7. Discussion

*Note: See **www.fairfaxcounty.gov/budget/2016-lines-of-business.htm** to access all LOBs documents and presentations.*



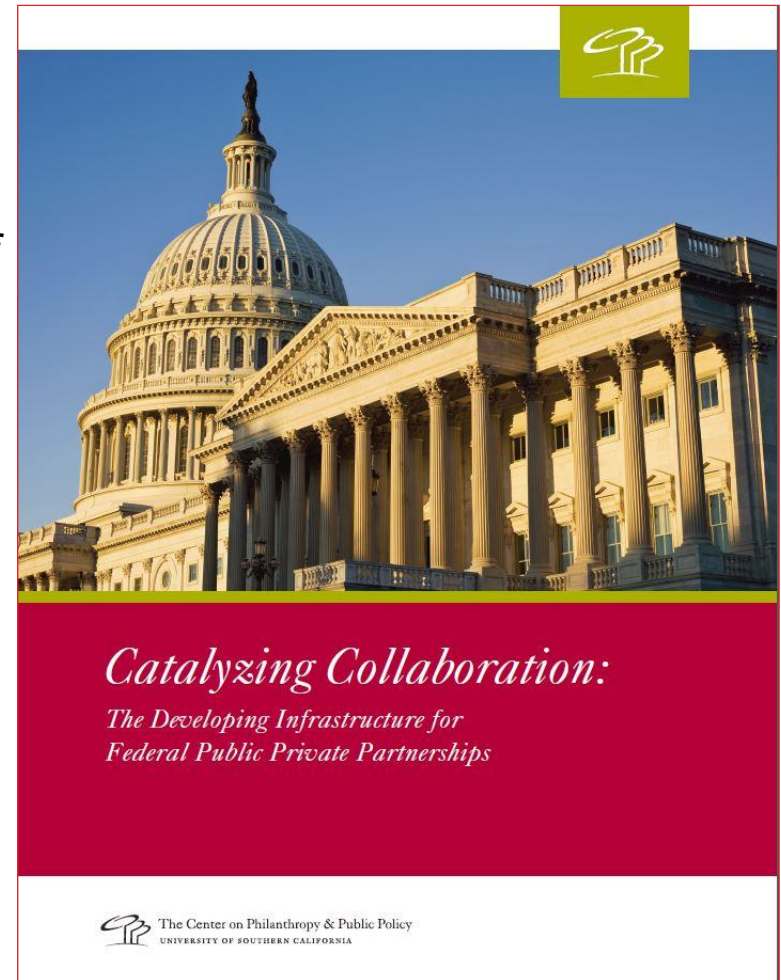
INTRODUCTION

"Offices of strategic partnerships are emerging to provide an infrastructure to catalyze cross-sector partnerships. There is evidence that these offices can develop more robust forms of partnership with philanthropy and business that result in more effective problem solving."

– **University of Southern California (USC) Center on Philanthropy and Public Policy- 2014**

"Of comparably sized cities or counties, there are only a few that have a comprehensive and coordinated partnerships program. Three stand out – Fairfax County, VA; Denver, CO; and Boston, MA."

– **International City/County Management Association (ICMA) Capstone Report – Enriching Livability through Partnerships 2014**



- **Demonstrates that collaboration and cross-sector solutions are a priority**

- **Fosters a culture of engagement and a safe and caring community**

- Increases awareness of community needs and promotes opportunities to give and get involved

➤ **Strengthens capacity for partnerships and resource development in Fairfax County**

- Provides information & training to agencies, nonprofits and businesses

- **Makes connections within the county and between private sector, government and nonprofit organizations**

- Improves efficiency and impact
- Reduces duplicative efforts





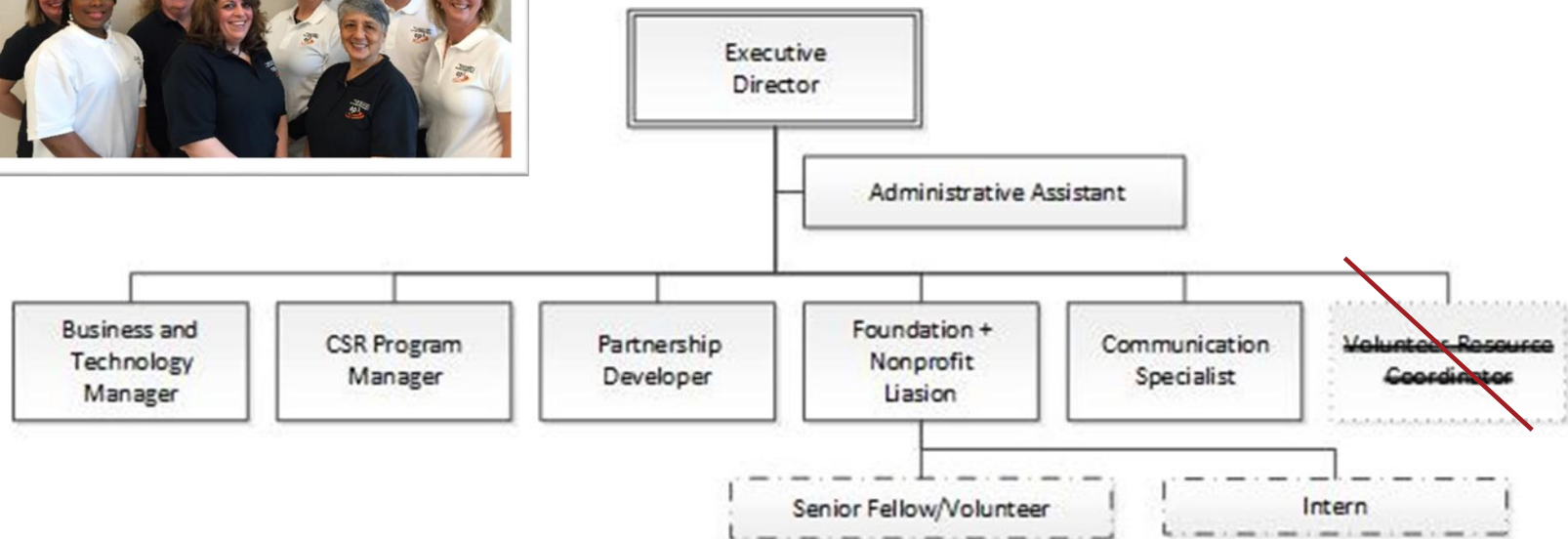
RESOURCES

Category	FY 2014 Actual	FY 2015 Actual	FY 2016 Adopted
LOB #8: Office of Public Private Partnerships			
FUNDING			
<u>Expenditures:</u>			
Compensation	\$697,906	\$690,954	\$692,527
Operating Expenses	50,415	34,872	37,794
Total Expenditures	\$748,321	\$725,826	\$730,321
General Fund Revenue	\$0	\$0	\$0
Net Cost/(Savings) to General Fund	\$748,321	\$725,826	\$730,321
POSITIONS			
Authorized Positions/Full-Time Equivalents (FTEs)			
<u>Positions:</u>			
Regular	8 / 7.5	8 / 8	7 / 7
Total Positions	8 / 7.5	8 / 8	7 / 7



LOBS SUMMARY TABLE

LOB #	LOB Title	FY 2016 Adopted	
		Disbursements	Positions
8	Office of Public Private Partnerships	\$730,321	7
Total		\$730,321	7





LOBS AT A GLANCE



"OP³ is a valuable resource to the Greater Reston Chamber of Commerce making valuable connections with the public and nonprofit sectors and introducing new initiatives to the business community. Thank you for helping to connect the Reston Chamber to resources that help our members engage with the community!"

Mark S. Ingrao, CCP, CAE
President & CEO
Greater Reston Chamber of Commerce

#8 Office of Public Private Partnerships

OP³ provides the bridge that creates opportunities for economic diversification within the region, the bond for a more competitive local environment, and a base from which an efficient partnerships can be created.

-Todd Rowley, Commercial Market Executive, Cardinal



"Partnering with OP³ on countywide initiatives, such as Collect for Kids School Supply Drive and their internal Holiday Giving Program, has been such a wonderful experience. Their network of community services and outreach capability truly makes their office the "go to" resource in Fairfax County."

-Robert Sowell,
Vice President Community Relations, Apple FCU



LINES OF BUSINESS SUMMARY

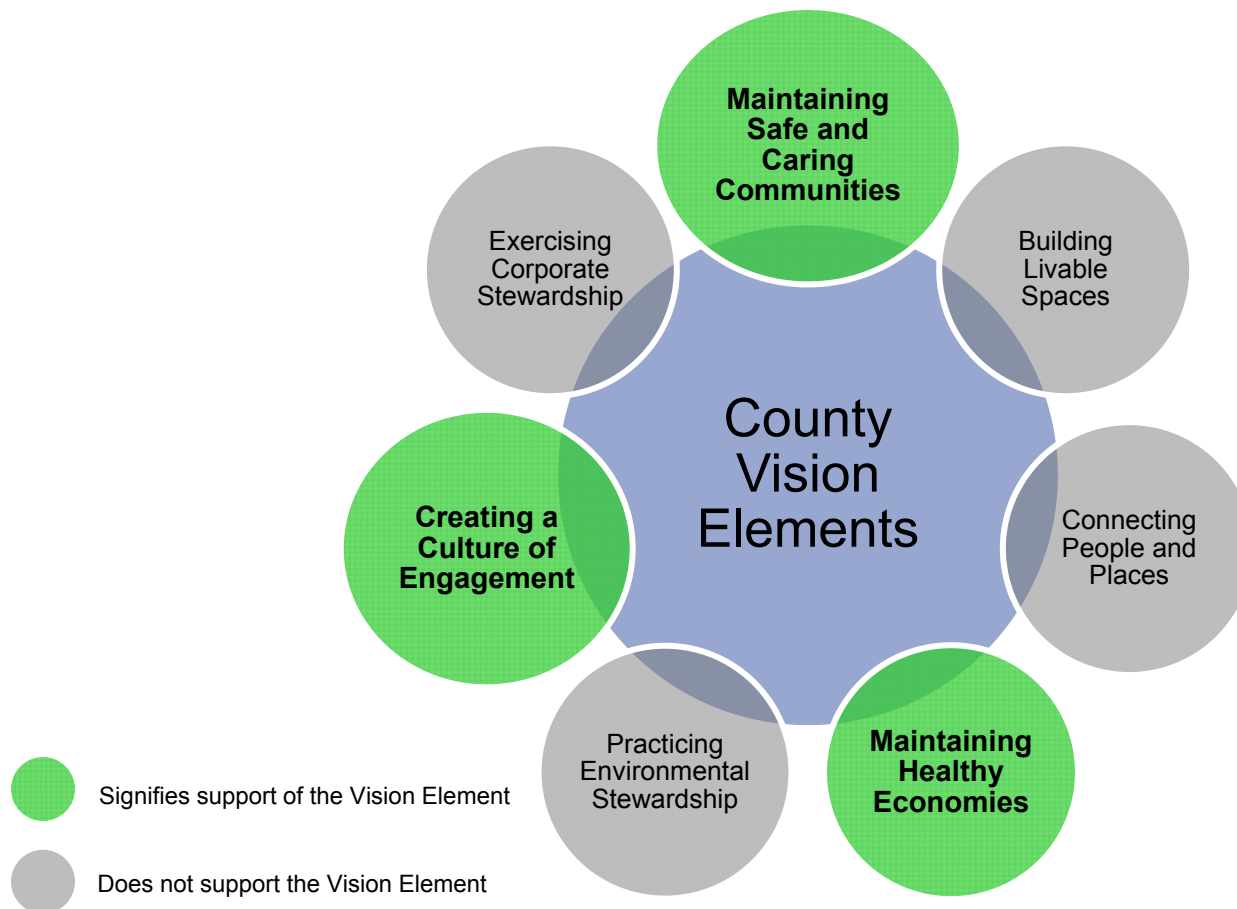
The Office of Public Private Partnerships was reorganized in 2009 to shift from managing human services partnership programs to focus on facilitating partnerships to support county priorities and community needs. OP³ accomplishes this work through four strategies:

Strategy	FY 2015 Outcome Measures
Increase business and foundation engagement in Fairfax County	196 actively engaged contacts
Develop partnerships that leverage resources, improve efficiency and impact	6 partnerships \$1,148,000 value of resources
Communicate county priorities, needs, and opportunities and programs. Promote ways to give and get involved	345 media placements 13,750 OP ³ website visits 2654 newsletter recipients
Utilize and share research, best practices, and technology to support partnership and resource development for county agencies and non-profits	6 trainings 232 GRTC users 6,227 volunteers registered



OP³ SUPPORTS THESE VISION ELEMENTS

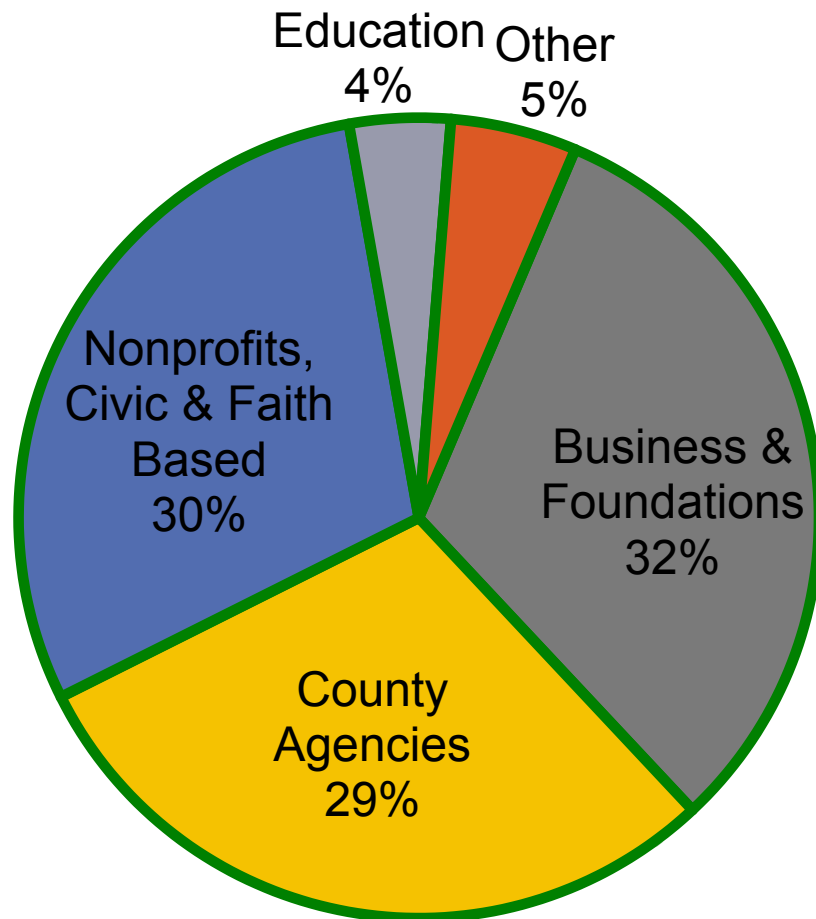
OP³ serves as a point of contact for organizations and individuals that want to contribute time and resources and connects them with county organizations seeking support.



**Focus North America
Shoe Donation**



OP³ CUSTOMERS BY TYPE



2013 Customer Survey Says...



71% FEEL MORE ENGAGED WITH THEIR COMMUNITY AS A RESULT OF A CONNECTION MADE THROUGH OP³



OUR INTERNAL CUSTOMERS

» A sample of agencies that OP³ works with internally

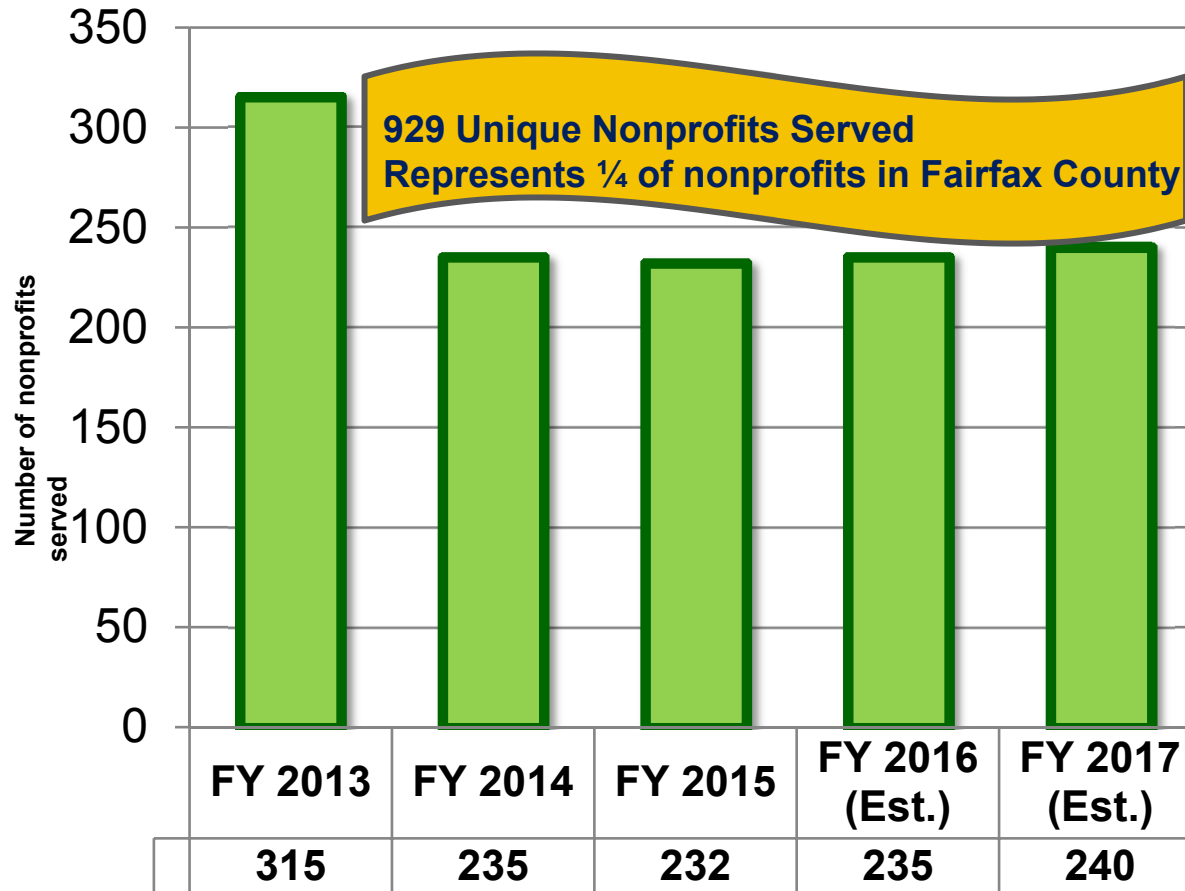


The Fairfax County Board of Supervisors'
Strategic Plan to Facilitate the
**Economic Success
of Fairfax County**





OP³ BUILDS CAPACITY FOR NONPROFITS



Grants Research and Training Center conducted 42 workshops since 2010. Average 6 per year

98% of attendees report receiving useful information

95% of grant seekers identified funding prospects from Foundation Center database

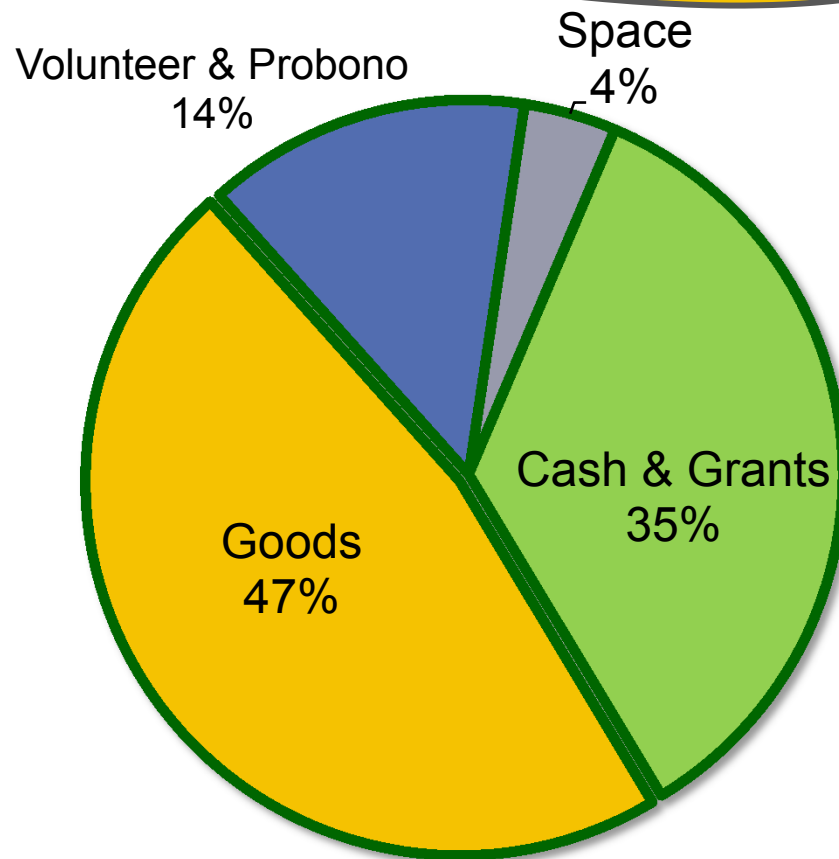
Staff consult and review grant proposals

Provide resource referrals for facilities, media, board members, and resources



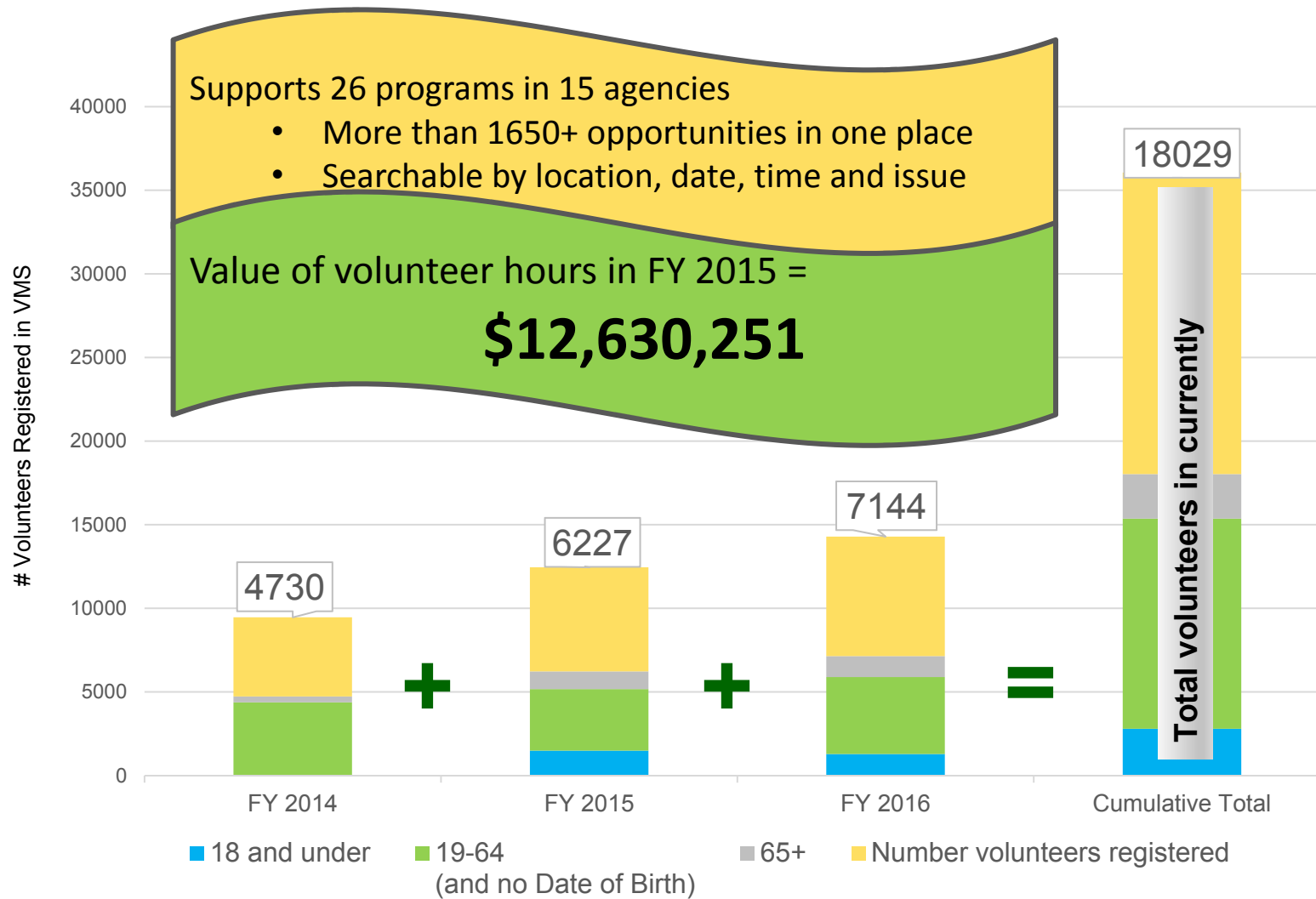
RESOURCES DONATED IN FY 2015

FY 2015 Value = \$1,148,501














VOLUNTEER MANAGEMENT SYSTEM (VMS) CREATES EFFICIENCY













NOT ALL RESULTS CAN BE MONETIZED

- Operation Medicine Cabinet Cleanout has safely removed 4900 pounds of prescription and OTC drugs from area homes since 2009
 - Now run by Unified Prevention Coalition and replicated nationally.
 - Partners:










- Employment Readiness Pilot creates standardized curriculum for nonprofit and county clients to be “Ready to Work” and expands availability and locations
 - Seven organizations and two county agencies are partnering to improve employment outcomes for vulnerable clients
 - Partners:









- Completed inventory of workforce programs, working on STEM inventory for the Economic Success Strategic Plan to identify gaps and investment opportunities
- Volunteer Leave (V-16) improves employee morale, teamwork, skills, wellness
 - 26,805 volunteer hours by county staff donated in 2015
 - 12% increase in one year



OTHER METRICS

- OP³ has convened 44 partnerships since 2009
 - Average (approximately) 6 per year including



- Denver Office of Strategic Partnerships (DOSP) reports 6 new programs per year to enhance government-nonprofit partnerships

➤ E-news Subscribers

- OP³ -2,654
- DOSP- 3,023
- Montgomery County, MD – 1,400

➤ Acknowledged for Excellence

- Won **20** team awards
- Won **20** individual awards
- Keynoted **50** local and national events
- Served on **40** County steering committees,
4 boards and **10** grant committees



2015 Greater Washington Innovation Award



OP³ ENGAGES PARTNERS ACROSS THE REGION

To Support County Initiatives

- Engaged 196 businesses and foundations in FY 2015. Up from 72 in FY 2013
- Participates in 10 Chambers of Commerce
- Partners with faith-based, civic, and philanthropic associations





TRENDS

- Fairfax County average rate of individual charitable contribution -2.4%
US (2.2%); Arlington (2.09%); DC (4%); Montgomery (2.69%); PG (5.24%)
- Washington area ranks 27th of 50 metro areas for individual giving
- 32% of grants from Washington based foundations went to locally-focused organizations \$23,500 - Average grant to local organizations
- Nationally, digital giving grew 9.2% in 2015, especially through mobile devices
- More than 50% of companies include volunteer and pro bono service programs as part of their corporate giving (up from 34% in 2010)
- Millennials, retirees, and employee groups seek flexible volunteer opportunities that are easy to access
- Federal, corporate and charitable funders want to work more closely with government to develop shared investment strategies for complex social problems



LOOKING FORWARD

- Focus resource and partnership development on maintaining healthy communities and economies

April - Shark Tank Challenge
August- Workhouse Brewfest



- Increase corporate employee engagement and donations through the Volunteer Management System (VMS). Include Boards, Authorities and Commissions opportunities and volunteer contributions in VMS
- Identify opportunities, feasibility, and potential investors for **social impact bonds** and **pay for success** for human services priorities like early childhood education and youth employment
- Work with senior management to implement policies and procedures that make it easier and more attractive for companies, foundations, and individuals to donate to and be recognized by Fairfax County



DISCUSSION

op³

THE FAIRFAX COUNTY
OFFICE OF PUBLIC
PRIVATE PARTNERSHIPS

